

COMPANY PROFILE

TCF Services celebrates its 27th year of assisting clients in maximising their returns from Commonwealth and State Government industry assistance programs.

Since 1991, TCF Services has delivered over \$2 billion to its clients from various forms of Government industry assistance programs. Claiming Government grants and tax incentives requires an experienced professional to navigate the maze of legislation and guidelines governing each program. TCF Services provides a hands-on approach to deliver the legislative knowledge and program experience you require to leverage the best funding opportunities for your business.

Today, TCF Services focuses on the delivery of the following programs:

RESEARCH AND DEVELOPMENT

R&D Tax Incentive is a self-assessment program which allows Australian-based companies across all industry sectors to claim tax offsets against eligible expenditure incurred on their annual research and development activities. Our team provides the expertise required to scope, evaluate, prepare, lodge and maximise and defend your annual claim(s). Our key focus is compliance of projects, expenditure, and record-keeping.

The R&D Tax Incentive provides a cash refund of up to 43.5% against annual R&D expenditure incurred when a

claimant company has a R&D aggregated turnover of less than \$20 million.

A net benefit equal to 8.5% of annual R&D expenditure non-refundable tax offset is available to companies with a turnover of over \$20 million.

DEFENCE INNOVATION PROGRAMS

TCF Services has recently formed a specialist advisory team to assist companies to access funding and supply contracts with the Department of Defence under this new, more integrated, initiative designed to encourage Australian industry to supply a larger share of the military's latest capability requirements. The skills of the nation's industrial and scientific research base are being sought to contribute to the defence force's design and development of the next generation of warfighting skills and equipment.

Defence Innovation Programs have three major streams:

Defence Innovation Hub (DIH) resourced with \$640 million over ten years. DIH web portal is seeking to support projects from concept exploration and technology demonstration through to prototyping and ADF capability demonstration/evaluation. At the end of this process, proven technologies and concepts are likely to be referred into the new capability acquisition system whereby companies will be able to supply the military with their equipment or services.

Centre for Defence Industry Capability (CDIC) - \$230 million over 10 years.

CDIC offers an advisory service to enable SMEs to develop their business and skills to work with Defence to meet their innovation requirements, draw up proposals and access global supply chains. Following CDIC advisory services your company may be recommended to apply for a **Capability Improvement Grant** to further ready your business to work with Defence.

Next Generation Technologies Fund (NGT) - \$730 million over 10 years.

NGT invites proposals for long-term projects which are aligned to science and research, in required categories, to turn early ideas on new defence technologies or approaches into innovations that can change Defence capabilities.

AUTOMOTIVE

TCF's automotive team deliver the **Automotive Transformation Scheme (ATS)**, a \$1 billion program funded from 2010 to 2020. ATS provides quarterly cash grants, capped at 5% of the annual sales of locally made OE automotive products, for new capital equipment investment and eligible research and development activities.

Only locally based motor vehicle producers (MVPs); automotive component producers (ACPs); automotive machine tool producers (AMTPs) and automotive service providers (ASPs) are eligible to apply for these grants.

COMPANY PROFILE *(cont.)*

EXPORT MARKET DEVELOPMENT GRANT (EMDG)

A key Australian Government financial assistance program for aspiring and current exporters. The scheme supports a wide range of industry sectors and products such as inbound tourism and the export of intellectual property and know-how.

The EMDG scheme:

- Is designed to encourage small and medium sized Australian businesses to develop export markets
- Reimburses up to 50% of eligible export promotion expenses to a maximum of \$150,000. Total expenses claimed annually must be at least \$15,000. The first \$5,000 of any claim is not reimbursed.
- Provides up to eight grants to each eligible applicant; the first claim can cover two years.

STATE GOVERNMENT PROGRAMS supporting innovation

NSW - *Jobs for NSW* will provide funding from a budget of \$190m over 4 years through competitive matching grant programs for startups, SME's and regionally based firms plus loan or loan guarantee programs for high growth NSW based companies as follows:

- **Minimum Viable Product (MVP)** - pre-commercialisation proof of concept/prototype
- **Building Partnerships Program (BPP)** - consortium testing market/scalability
- **Regional Solutions (RS)** - job creation project in NSW regional areas
- **Accelerating Growth Loans (AGL)** - for job creation/business growth
- **Gazelle Loan Guarantees (GLG)** - security for your bank loan for job creation/business growth

Queensland - There are a range of **Advance Queensland** programs with \$405 million budget over 4 years including the following:

- **Ignite Ideas Fund** - a co-funding program for proof of concept/proof of market.
- **Hot DesQ** - startup relocation to Queensland
- **Innovation Partnerships** - supports collaborative research projects
- **Business Development Fund** - \$40m co-investment in innovative developments
- **Knowledge Transfer Partnerships** - co-funding graduates to work on your project

- **Platform Technology Program** - for research & industry partnerships to develop and employ cutting-edge platform technologies.

Victoria - **Future Industries Fund**, \$200m over four years to support projects that create new jobs and stimulate industry investment with competitive grant schemes as follows:

- **The Manufacturing Program** - \$5m annually for implementation of new manufacturing technologies
- **The Sector Growth Program** - \$20m annually to develop new key growth, high value sectors
- **New Energy Jobs Fund** - \$20m annually to develop new energy technologies
- **LaunchVic** - \$60m over 4 years for **Infrastructure Funding Program** for projects which build Victoria's startup community. New rounds for 2017 to be announced.
- **Local Industry Fund for Transition** - \$3.5m to support workers and businesses affected by the closure of large scale passenger manufacturing.

If you are undertaking innovative activities, please contact us for your free assessment:

SYDNEY:

Gerry Frittmann

David Tonkin

Rick Eardley

Jenny Cammell

02 8219 4900

gerry@tcf.net.au

david@tcf.net.au

rick@tcf.net.au

jenny@tcf.net.au

MELBOURNE:

Michael Valentine

Lee-Ming Au

03 9629 7772

michael@tcf.net.au

lee-ming@tcf.net.au

